

**WHITE PAPER ON  
FEE FOR SERVICES ACQUISITION STRATEGY  
FOR AIR FORCE RESERVE COMMAND  
AIRCREW TRAINING  
UPDATE**

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**EXECUTIVE SUMMARY**

Fee-For-Services (FFS) is a new acquisition strategy being advocated by several Air Force acquisition and MAJCOM offices to buy training services instead of training devices from Industry. Industry is responsible for funding, developing, and operating their own training assets. The Government buys training services in those assets. Industry is also responsible for simulator concurrency to aircraft modifications and the insertion of new technology into their training assets.

There are many assumed benefits to FFS, and there are many assumed risks as well. The FFS acquisition strategy is continuing to evolve and to be tailored as risks become better known and better understood, but it remains largely unproven.

If AFRC chooses to adopt the FFS acquisition strategy, previous versions of FFS must be further tailored to reduce **currently unacceptable risk** to the Government.

**Update 22 Jul 02.** The FFS business model is no longer specified in the various, draft DMT roadmaps as the only business model, which will support achieving ACC's DMT requirements. Therefore, the legacy trainers owned by the Air Force can be migrated into the synthetic battlespace if a command decided that migration of a legacy trainer supported their DMT requirements. Bottom line, the DMT roadmap supports both types of Air Force trainers, leased or owned.